



SALES REPRESENTATIVE (Based in the Hannover District)

Multinational industrial company is looking to further strengthen its Germany operation with a Sales Representative. The successful candidate will be responsible for managing a portfolio of key customers, and also develop new customer sales within key products and target market sectors., contributing to the growth of the company.

About Us:

We are a Global manufacturing company of fasteners and engineered components, offering complete solutions in several sector as industry, automotive, construction or renewable energy, among others. The trajectory of this success is based on an efficient organization and a dynamic and entrepreneurial management. Today we have production plants in three different continents, we are present in 10 countries with local teams and warehouses and our workforce has exceeded 400 people worldwide. We have an extensive commercial network formed by nine delegations and numerous authorized distributors and dealers. With customers in more than 60 countries, it's a reference brand in the markets in which it operates. We're continuously investing towards new products and solutions in market creatin innovative products to support our customers.

Main Functions:

- Elaborate strategies for the key accounts on geographical perimeter and incorporate them in the Sales Plan of the corresponding sector.
- Application Engineering approach. Identify customer needs and propose accurate fastening solutions.
- Hunter mindset. Focused on expanding customer base and increasing penetration in current ones.
- Professional management of the Commercial activities: Meetings schedule in advance, target definition and commercial focus.
- Create and develop partnership with locally implanted distributors and retailers of fasteners.
- Visit frequently end user customers according to the indications of the commercial policy of the company to promote the product and service range.
- Attract new clients in industrial sector based on a proactive direct personal selling and marketing activities.
- Support to the customer service department to obtain optimal results in sales.
- Control and ensure the application of the terms and conditions agreed in the contracts with customers.
- Obtaining technical consultation from customers. Goal: Be a preferred technical partner.
- Preparation of commercial offers and practical demos at customer site.



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- Preparation of reports for decision making, control of unpaid bills, changes in commercial conditions, delivery deadlines.
- Active participation in fairs as exhibitor or visitor.
- Management, control and analysis of sales in co-operation with Sales Team Manager, Accounting Manager and Managing Director.
- Managing claims from clients that require commercial support. Orient and guide them in the correct channel for resolution.
- Ensure the sales team has the correct information of customers.

Job Requirements:

- Sales / Marketing / Engineering Studies.
- At least 3 years of experience in managing accounts in the fasteners sector is mandatory.
- Residence in Hannover.
- Full availability to make trips frequently including, if needed, overnight stays away from home.
- Required language: German & English/Spanish.

Desirable Skills:

- Strategic thinker with a strong commercial vision.
- Organizational skills.
- Negotiation abilities.
- Strong internal and external customer relationship-building.
- Responsibility.
- Team worker.

We Offer:

- Incorporation into a multinational company with great possibilities for professional development in Germany but also internationally.
- Permanent contract after trial period.
- Fixed & Variable salary with monthly expense reimbursements.
- Company car for business activities.
- Laptop and mobile phone for business purpose.
- For candidates living in industrialised areas (e.g. Stuttgart) there is the possibility to telecommute.

* Interested people should send their CV in English to:

- Konrad Kohne Konrad.Kohne@clairejoster.com
- Seyma Ozalp Seyma.Ozalp@clairejoster.com